

# GOOD WORKS FOR YOUR TOWN

January - June 2006 Executive Summary

	Actual	Budget	Variance	Annual
INCOME	YTD	YTD	YTD	Budget
Foundation grants	\$ 245,000	\$ 235,000	10,000	\$ 425,000
Corporate grants	46,000	115,000	(69,000)	175,000
County grants	71,850	60,000	11,850	120,000
<b>Support Subtotal</b>	<b>\$ 362,850</b>	<b>\$ 410,000</b>	<b>(47,150)</b>	<b>\$ 720,000</b>
Client fees	298,780	320,350	(21,570)	600,000
Cash Interest Income	2,386	6,000	(3,614)	12,000
Contract Fee	24,000	24,000	0	48,000
Misc Income	4,713	3,500	1,213	7,000
<b>Revenue Subtotal</b>	<b>\$ 329,879</b>	<b>\$ 353,850</b>	<b>(23,971)</b>	<b>\$ 667,000</b>
<b>Total Income</b>	<b>\$ 692,729</b>	<b>\$ 763,850</b>	<b>(71,121)</b>	<b>\$ 1,387,000</b>
<b>EXPENSES</b>				
<b>Staff Subtotal</b>	<b>\$ 442,370</b>	<b>\$ 476,570</b>	<b>(34,200)</b>	<b>\$ 939,600</b>
<b>Program Subtotal</b>	<b>\$ 64,265</b>	<b>\$ 63,500</b>	<b>765</b>	<b>\$ 125,500</b>
<b>Professional services subtotal</b>	<b>\$ 46,370</b>	<b>\$ 38,900</b>	<b>7,470</b>	<b>\$ 44,100</b>
<b>Occupancy subtotal</b>	<b>\$ 87,295</b>	<b>\$ 85,850</b>	<b>1,445</b>	<b>\$ 171,700</b>
<b>Office Expenses</b>	<b>\$ 33,885</b>	<b>\$ 29,645</b>	<b>4,240</b>	<b>\$ 46,600</b>
<b>Marketing/PR subtotal</b>	<b>\$ 420</b>	<b>\$ 8,650</b>	<b>(8,230)</b>	<b>\$ 10,300</b>
<b>Meetings subtotal</b>	<b>\$ 9,900</b>	<b>\$ 7,350</b>	<b>2,550</b>	<b>\$ 9,800</b>
<b>Interest Expense</b>	<b>6,635</b>	<b>8,500</b>	<b>(1,865)</b>	<b>17,000</b>
<b>Total Expenses</b>	<b>\$ 691,140</b>	<b>\$ 718,965</b>	<b>(27,825)</b>	<b>\$ 1,364,600</b>
<b>NET SURPLUS/&lt;DEFICIT&gt;</b>	<b>\$ 1,589</b>	<b>\$ 44,885</b>	<b>(43,296)</b>	<b>\$ 22,400</b>

Goals	June-06	Board goal	Temporarily Restricted Net Assets	
<b>Self-sufficiency ratio</b>	<b>46.70%</b>	<b>50%</b>	Beginning of year	\$45,000
Client fees+contracts/expenses			Grants received	\$15,000
			Released	(\$25,000)
<b>AR aging</b>	<b>22%</b>	<b>10%</b>	Ending balance	\$35,000
Percent AR over 90 days			<b>Grants from new funders</b>	
<b>AP aging</b>	<b>10%</b>	<b>0%</b>	<b>\$25,000</b>	<b>\$75,000</b>
Percent AP over 90 days			year to date	annual goal

Cash Position		Client stats	
Bank balances	\$27,565	Clients served year to date	845
Projected AR collection 30 days	\$50,000	New clients this year	210
Line of credit available	\$40,000	New clients this month	18
Total 30 day cash available	\$117,565	Total clients last year	1250
Monthly cash requirement	\$115,000		